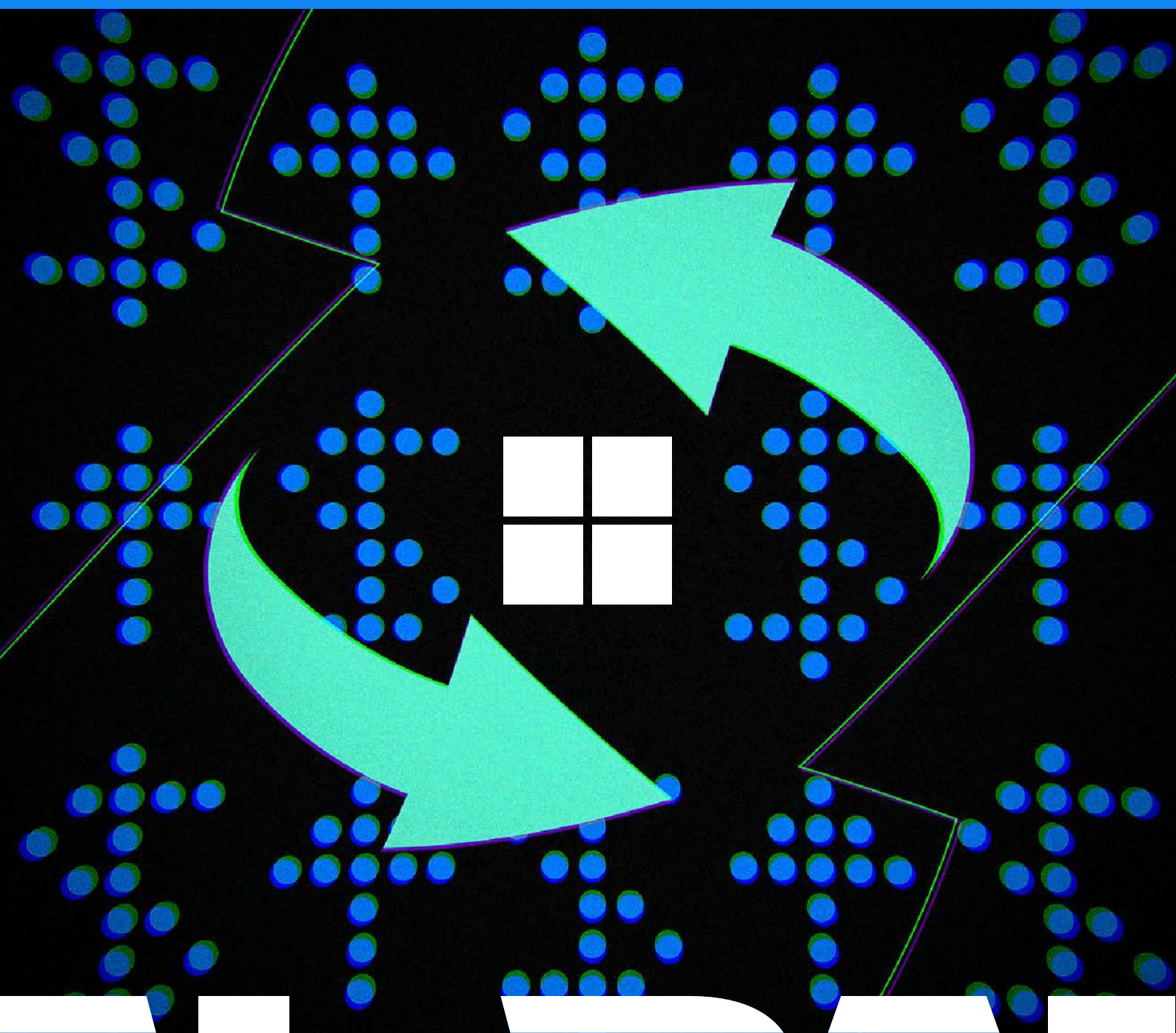


## Windows 11 and the Importance of IT Asset Refresh



## Driving New Device Sales with Ingram Micro Financial Solutions and Lifecycle Services

As businesses transition to Windows 11 ahead of the Windows 10 end-of-life in 2025, many are reevaluating how they manage their IT assets. The post-pandemic landscape has left organizations with an expanded legacy estate of devices, increasing the need for frequent refreshes and efficient device management. This presents a clear opportunity for partners to drive new device sales, supported by Ingram Micro's comprehensive services: Ingram Micro Financial Solutions (IMFS) and Ingram Micro Lifecycle Services.

Both IMFS and Lifecycle services offer significant value by addressing common business pain points such as cost management, refresh cycles, and sustainability goals. Below, we'll explore how these services can assist partners in generating sales and future-proofing their clients' IT infrastructure, considering observations around device management, ownership costs, and lifecycle control.

## Addressing Legacy Device Estates with Lifecycle Management

Since the COVID-19 pandemic, businesses have increasingly adopted laptops over desktops, with an approximate 17% growth in laptop shipments between 2018 and 2023. However, this shift has led to many organizations holding on to outdated devices longer than ideal, increasing maintenance costs and reducing operational efficiency. The upcoming shift to Windows 11 amplifies the need to replace these legacy systems, ensuring compliance, security, and performance.

Ingram Micro Lifecycle Services provide a structured way for partners to help clients refresh their IT assets every three years, thus aligning with Windows 11's long-term support and lifecycle management. By offering solutions that assist with asset recovery, recycling, and refurbishment, partners can present a cost-effective, sustainable option to monetize legacy hardware. Businesses can recover some of the value from their old devices, reinvesting those funds into acquiring new, Windows 11-ready hardware.

## Asset Disposal and Recycling

Ingram's secure data destruction and recycling services help businesses comply with regulatory requirements while supporting their Environmental, Social, and Governance (ESG) goals. By offering these services, partners can facilitate conversations around device upgrades while ensuring businesses meet sustainability objectives.



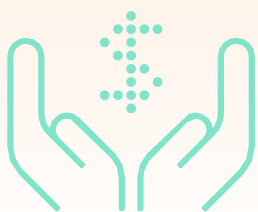
## Controlling Client Refresh Cycles with Device Leasing Models

One of the most significant obstacles businesses face when upgrading IT infrastructure is managing capital expenditure. Traditional device ownership models not only involve high upfront costs but also saddle businesses with the responsibility of device disposal, data wiping, and regulatory compliance at the end of the device's lifecycle.

By contrast, Fair Market Value (FMV) leasing, available through Ingram Micro Financial Solutions, offers a more flexible and predictable cost structure. Businesses can lease devices for a fixed period, often at a lower monthly cost than buying them outright. At the end of the lease, they can either return the devices or purchase them at fair market value. This model significantly reduces the financial burden of acquiring new devices, while lifecycle management services take care of asset recycling, minimizing the business's involvement in the end-of-life process.

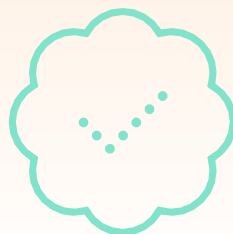
Device-as-a-Service (DaaS), another offering from IMFS, allows partners to bundle hardware, software, and services into a single, recurring payment model. With DaaS, businesses no longer need to worry about managing refresh cycles themselves.

Instead, Ingram Micro handles the entire lifecycle of the device—from deployment to disposal. This ensures that clients always have up-to-date, Windows 11-compliant devices, improving productivity and security without the hassle of frequent procurement processes.



### Cost Savings and Predictability

FMV leasing or DaaS can be cheaper than outright purchase, especially when factoring in the depreciation of devices and ongoing maintenance costs. Businesses can benefit from predictable, lower monthly payments, making budgeting easier and reducing the risk of unplanned expenses.

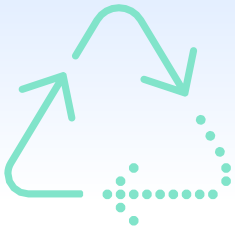


### Future-Proofing

Partners can position FMV leasing and DaaS as ways for clients to stay ahead of technology refresh cycles. By regularly upgrading to the latest devices, businesses ensure they always have up-to-date hardware to support new Windows 11 features and other innovations.

## The Circular Economy and ESG Goals

As more businesses focus on environmental sustainability, adopting practices that reduce e-waste and promote the circular economy is becoming a priority. Ingram Micro's Lifecycle Services are designed to help partners support their clients' ESG initiatives by offering sustainable IT asset management.



### Monetizing Legacy Assets

Ingram Micro's solutions help businesses recover value from outdated devices through resale, recycling, or donation. Partners can highlight these services as a means of turning what would be a sunk cost into a financial advantage, while also reducing the environmental impact of device disposal.



### Sustainable Device Acquisition

By promoting FMV leasing or DaaS, partners can offer clients a sustainable, cost-effective way to keep their technology current. These models align with circular economy principles by ensuring that devices are responsibly returned, refurbished, or recycled at the end of their lease.

### Aligning with Windows 11: Business Continuity and Security

Upgrading to Windows 11 ensures that businesses remain compliant with evolving security standards, taking advantage of enhanced features such as zero-trust architecture, TPM 2.0, and integrated cloud solutions. For businesses still using Windows 10, delaying the transition to Windows 11 could result in security vulnerabilities, reduced productivity, and compliance risks.

By working with Ingram Micro's financial and lifecycle services, partners can position Windows 11 upgrades as part of a broader strategy that includes ongoing device refreshes, sustainable IT practices, and cost-efficient financing models. With DaaS and FMV leasing, businesses can seamlessly transition to Windows 11-compliant devices without the need for substantial upfront investment.

### Conclusion

The combination of Ingram Micro Financial Solutions and Lifecycle Services enables partners to drive new device sales by offering clients cost-effective, sustainable, and future-proof solutions. By leveraging FMV leasing and DaaS, businesses can control their refresh cycles, reduce capital expenditure, and support ESG initiatives by responsibly managing legacy assets. This is a powerful proposition for organizations transitioning to Windows 11 ahead of the Windows 10 end-of-life, providing a secure, productive, and sustainable path forward in the modern IT landscape. For more information please connect with our specialists to discuss your customers requirements and see how Ingram Micro can help

[Contact us](#)

